

7(j) Advanced Training via Webinar

SBA has teamed with Strategic & Learning Services, Inc. (SLS), a small business headquartered in Albuquerque, N.M., to conduct **7(j) Advanced Training for firms that have been in business for 5 or more years**. Small business owners will be able to receive training via an online seminar, referred to as a “webinar.” Webinars have been fashioned to provide training on navigating the maze of federal contracting and other business essentials as if the small business owner is attending class in an actual classroom setting. Webinars are an important vehicle to reach out to the small businesses in your respective localities and provide them with management and technical assistance that will competitively position them for small business growth.

Webinars are designed for firms that have been in business for at least 5 years and meet the 7(j) eligibility requirement. **By registering for a webinar, the firm is self-certifying that they meet at least one of the 7(j) eligibility criteria.**

Eligible firms to participate include those firms that are eligible for 8(a) certification, HUBZone-certified, firms operating in areas of high unemployment or low income and firms that are owned by low income individuals. Below is a listing of the remaining webinar dates for 2006. **All of the webinars are scheduled to begin at 12:00 p.m. EST:**

- * May 17, 2006**
- * July 19, 2006**
- * August 16, 2006**
- * September 13, 2006**

The webinar will be archived on SLS's web site the day after the session for individuals who are not able to participate on the scheduled date. The maximum capacity for each webinar session is 500. Individuals interested in participating are encouraged to join the webinar 10 minutes prior to the session to avoid missing valuable information. During the webinar, small businesses will be able to e-mail their questions directly to the SLS instructors and get immediate responses. The webinar will also highlight:

- * Techniques to analyze your business and assess your growth potential;
- * Strategies for obtaining and managing government contracts;
- * Tips on retaining and managing your employees;
- * Utilizing marketing and sales techniques to enhance your business; and
- * Assistance in developing a plan for strategic growth.

Please have eligible firms visit www.sls-7j.net and click on the live web conference icon to register for a webinar.